

# Oracle Supply Chain & Manufacturing Cloud

## SCM 24B Spotlight

### **Jon Chorley**

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Hello and welcome. My name's Jon Chorley, Senior Vice President of Supply Chain Product Strategy.

# ORACLE FUSION SCM 24B RELEASE UPDATE

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Today we're going to review update 24B.

Update 24B is probably the most significant update in Fusion Supply Chain.

Update 24B comes at a pivotal moment for supply chains. Supply chains have never been more visible, more critical, and more subject to change.

With Oracle's Supply Chain Management solutions, and with update 24B, we're able to drive the differentiation that enterprises need to thrive in this highly volatile environment.

## SCM Roadmap: Guiding Vision

Artificial intelligence that drive change and  
**move from insights to decisions and actions**

Systems that are a pleasure to use, and  
**empower the user**

**Connecting** processes in their  
organizations and ecosystems

**Aligning sustainability** performance with  
business goals

Supporting process **transformation** and  
**flexible** supply chain networks

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Our guiding vision for Supply Chain is to:

- Leverage the power of intelligence and AI to inform decision-making and provide insights.
- Deliver systems that are a pleasure to use and that empower the user.
- Connect processes across the supply chain. The definition of supply chain is to connect different aspects of the internal processes as well as the extended ecosystem.
- Incorporate sustainability along with other business goals of cost, time and quality are all important to delivering first class supply chain solutions.
- Have systems that help adapt to the changes. Supply chains are constantly changing and we need to deliver systems that continually innovate and support that flexibility supply chains require.

# Complete suite of supply chain applications



## Supply Chain Planning

- Demand Management
- Supply Planning
- Sales & Operations Planning
- Supply Chain Collaboration



## Supply Chain Execution

- Inventory
- Costing
- Manufacturing
- Maintenance
- Quality
- Production Monitoring



## Order Management

- Order Management
- Product Configuration
- Order Pricing
- Global Order Promising
- Channel Revenue Management



## Logistics

- Transportation Management
- Global Trade Management
- Warehouse Management
- Logistics Network Modeling



## Product Lifecycle Management

- Innovation Management
- Product Hub
- Product Development
- Quality Management



## Procurement

- Sourcing
- Contracts
- Purchasing
- Supplier Management

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Fusion Supply Chain is the broadest and deepest supply chain suite available on the cloud today. We are committed to innovation that matters and delivers differentiated capabilities across the supply chain.

Our solutions are designed that each one delivers best in class capabilities, but together, provides a complete suite of supply chain applications.

# SUPPLY CHAIN EXECUTION MOBILE INVENTORY

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Update 24B provides a great new capability, Mobile Inventory.



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## Mike Lizio

Senior Director, Logistics  
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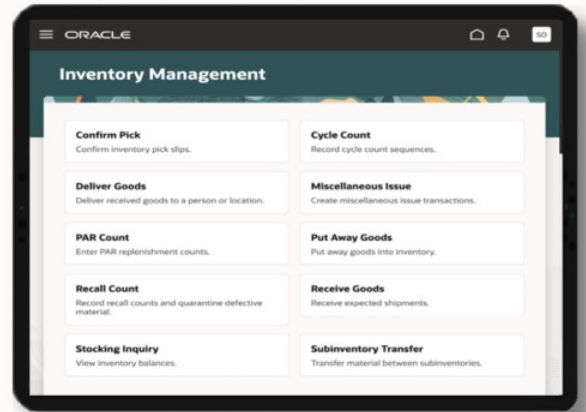
# Mobile Inventory

Inventory native mobile application that supports all core inventory transactions

Warehouse, stockroom, Periodic Automatic Replenishment (PAR) locations, and final delivery

Complete set of core inventory management features

Industry specific capabilities such as PAR counting for healthcare providers



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New in 24B is native mobile support for core inventory transactions, stockroom materials management and PAR operations. These transactions are designed for commercial and industrial mobile devices but adapt to other devices like a tablet or a desktop. Built on our new Redwood platform is an easy to navigate, user-friendly interface.

Mobile Inventory supports core inventory transactions such as: Cycle Counting, Receiving, Put Away, miscellaneous issues, and moving inventory around in the warehouse. There are two new capabilities: capturing PAR counts and Delivery Management for delivering goods to their final destination after they are received at the dock.

New to Mobile Inventory is a counting app to support Recall Counting. Recall Counting is needed when goods are recalled, these goods need to be pulled from the shelves, counted and quarantined for disposition.

Mobile Inventory supports both standard phones and tablets where you use the device's camera as a scanner as well as the industrial scanning capabilities.

Mobile Inventory supports multiple barcode formats including GS1 and other standards.

The 24B capabilities in Mobile Inventory caters to customers with simpler distribution use cases, those with stock rooms and the needs for distribution and delivery within a facility. More capabilities and more complex inventory management use cases will be in future releases.

Mobile Inventory meets many of the inventory needs of the Healthcare Industry. PAR (Periodic Automatic Replacement) cart management is a key business process within healthcare providers. PAR is used in hospitals as stockrooms on the nursing floor. Nurses rely on these PAR storerooms or carts to grab what they need while attending to patients. The inventory is not perpetually tracked, but is periodically counted throughout the week. Mobile Inventory enables PAR counts to be done using a mobile device in an easy, succinct method. The PAR counter will go to the storeroom or cart, scan the bin, and enter the amount of product available. This will automatically generate a replenishment order in Oracle Inventory when needed. PAR counts support two-bin, count quantity, and ordered quantity count methods.

Mobile Inventory supports Delivery Management tracking goods from receipt to the final destination. For the first part in Delivery Management, Mobile Inventory supports the printing of delivery labels. When goods are received in the warehouse, a reception desk or another location, and they need to be delivered to another location, with Mobile Inventory the user can easily create the delivery, stage if needed and can print the delivery labels. Once the good is delivered to its final destination, within Mobile Inventory you can capture signatures or take pictures to confirm and show that the goods have been delivered.

Mobile Inventory's PAR Counting and Delivery also supports offline support, that is very important in some industries such as healthcare and other settings where WIFI and cell coverage may be unavailable. These apps will automatically detect when a user goes offline, and will cache the data so the user can continue to work seamlessly. When the device gets connected again, it will automatically sync the data with the system without having the user do anything additional.



# SUPPLY CHAIN EXECUTION MANUFACTURING

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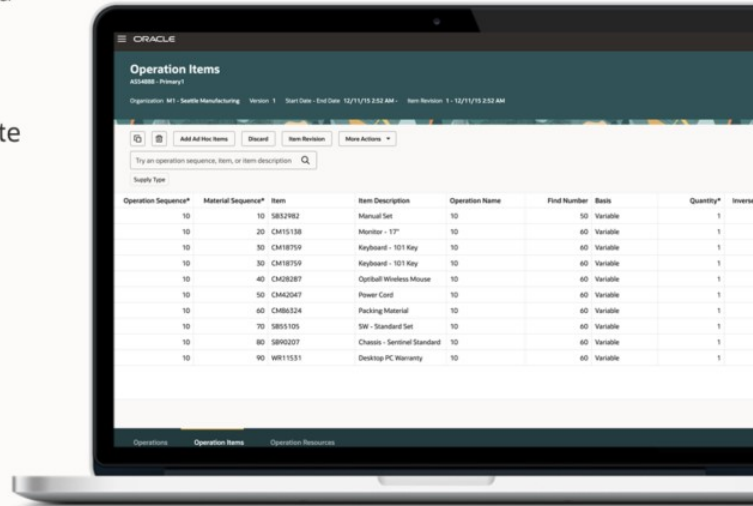
Now on to another area of fantastic innovation in update 24B, the area of Manufacturing and with it a great example of our drive towards a new experience using Redwood.

# Redwood: Manufacturing Work Definitions

Utilize keyword searches and filters to quickly find work definition to review and edit

Improve user productivity with new grid-based Redwood design to easily create, copy, and update standard item work definitions

Reduce time to launch new or updated work definition



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In 24B the Manufacturing Work Definition user interface (UI) has been enhanced with Redwood. The new UI utilizes a tabular view to search, create, edit, copy, delete, and deactivate a Manufacturing Work Definition thus reducing the time to launch a new or updated work definition.

This is just 1 of over 45 screens we're delivering in Redwood across Supply Chain.

# SUPPLY CHAIN EXECUTION COSTING

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Now onto Costing, a hidden gem in Supply Chain, providing a highly differentiated set of capabilities over EBS and JD Edwards.

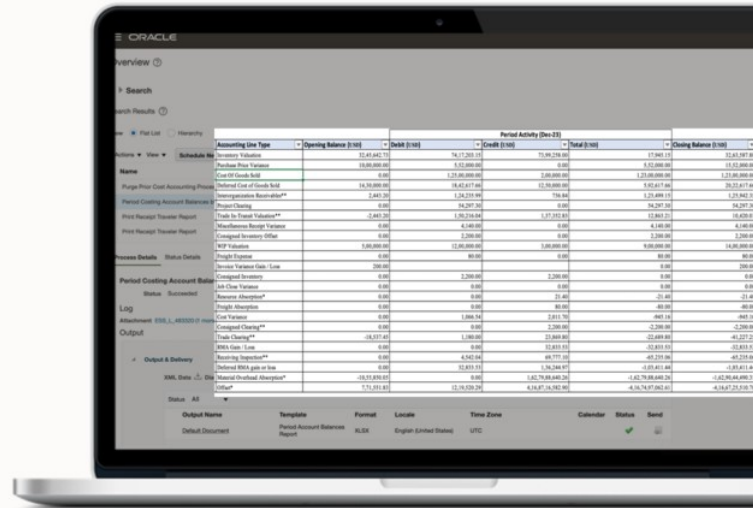
# Period Costing Account Balances

Reconcile period cost accounting balances with the General Ledger

Report across multiple organizations

Review summary or drill into details if necessary to resolve exceptions

Enables continuous close of financial accounting



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New in 24B, the Period Costing Account Balances Report helps users easily reconcile General Ledger account balances for posting from Cost Accounting. This aids in continuous close of financial accounting. Users can view cost accounting balances in summary by accounting line type, and drill down as necessary.

# ORDER MANAGEMENT PRICING

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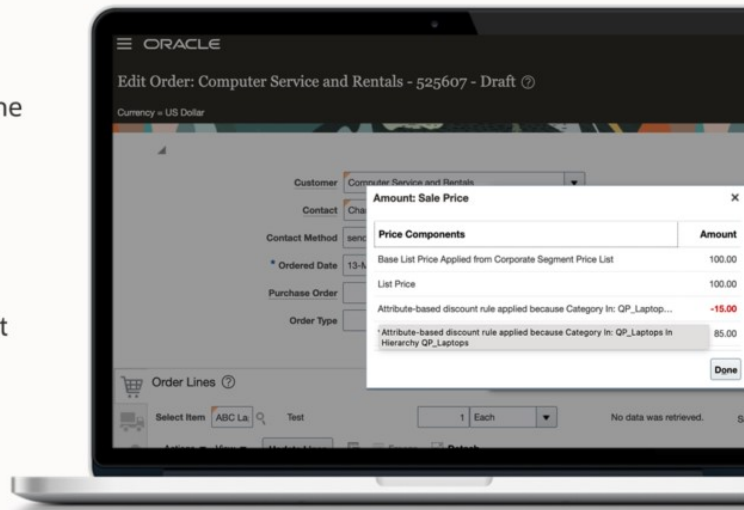
## Category-Based Pricing and Discounting

Define customer pricing and discounts based on your sales catalog

Apply price adjustments or discounts based on the items classification in a catalog

Exclude a category or item from being eligible to receive price adjustment or discount

View details on eligibility of how price adjustment or discount applied



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In 24B, Order Management Pricing now supports creating price adjustments and discounts based on an item's classification in a sales catalog. This new feature reduces pricing maintenance, decreases order pricing errors, and enables the re-use of functional catalogs for discount and rebate eligibility. The price adjustments and discounts are automatically applied to the sales order line based on the item being part of the category. Users can view the details of line item price and information as to why the discount was given.

# ORDER MANAGEMENT CHANNEL REVENUE MANAGEMENT

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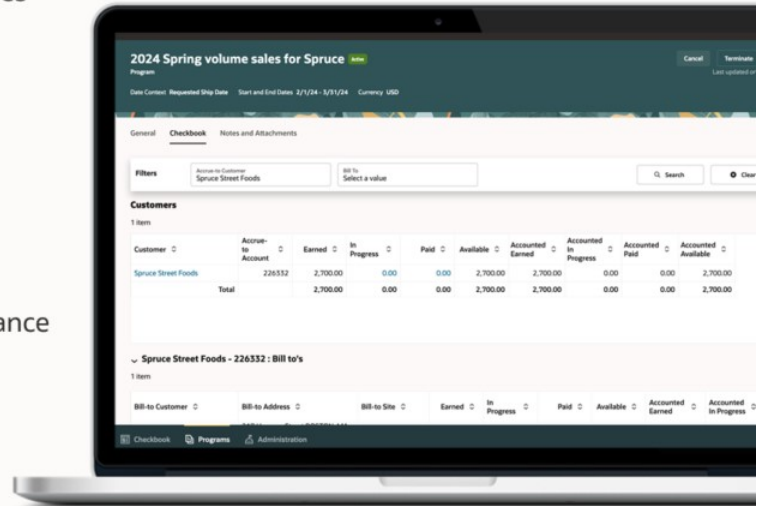
# Volume Rebates & Co-Op Promotions

Incentivize customers to purchase larger quantities of products through Volume Rebates

Accrue funds based on customers purchases through Co-op Promotions

Streamline and automate rebate tracking and payment

Improve operational insight of program performance



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Within Channel Revenue Management Volume Promotions are used to incentivize customers to purchase larger quantities of products. With volume programs you can define percentage or amount per unit rebates based on sales attainment tiers. Retrospective calculations are supported, and product eligibility by item, or for all items with exclusions.

Co-op programs are used by manufacturers or distributors to create marketing funds used for promotional activities, such as advertising. Funds are accrued based on product sales during the promotional period. More sales yields more funds to spend on marketing activities.

Channel Revenue Management streamlines and automates rebate tracking and payment, improves operational visibility to how customers utilize promotional programs, and provides financial visibility to rebate liabilities.



# LOGISTICS TRANSPORTATION MANAGEMENT

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Now, Transportation Management, and an additional example of our use of AI in update 24B.

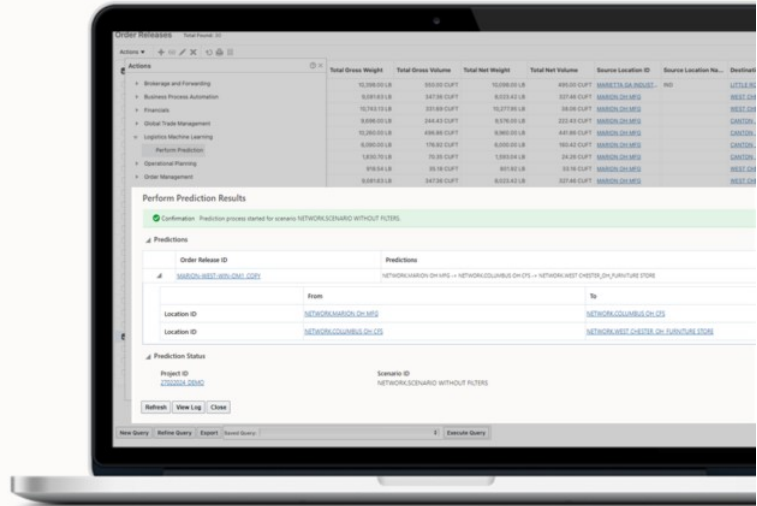
# AI/ML: Transportation Order Route Prediction

Utilize historical executed orders to train AI/ML model(s) if desired

Considers user preferences and knowledge to accurately predict order route

Expedites transportation order planning

Improves operational performance and reduces user manual intervention



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In Oracle Transportation Management, order routing is run using deterministic rules and algorithms to provide optimal transportation routes for shipments. However, there are often network conditions or other reasons not modeled in OTM causing users to change an order's chosen route to meet their preferences and knowledge. In 24B, OTM uses AI/ML (Machine Learning) techniques to learn from historical executed orders during order routing prediction. Now orders are routed in a manner the end user desires.

# LOGISTICS WAREHOUSE MANAGEMENT

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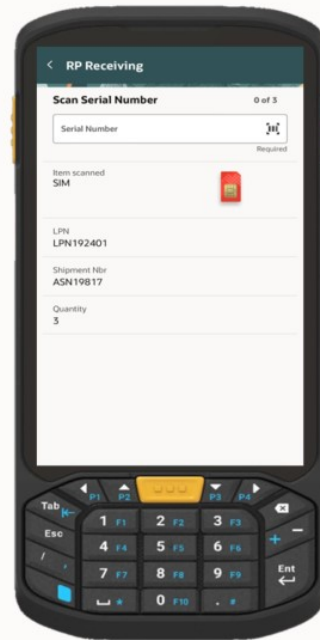
Now on to Warehouse Management and among the many features being delivered in Warehouse Management update 24B, we are expanding our capabilities in Redwood Mobile Experience.

## Redwood: WMS Mobile

Expanded Redwood WMS mobile user experience for Item Inquiry, Lock/Unlock LPN, and Order Picking UIs

Enhanced Receiving Redwood mobile capabilities to include serials, lots, expiry date and inventory attributes

Increased warehouse operators productivity with modern, intuitive and time-efficient mobile entry



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With each release we expand the capabilities of the Redwood WMS mobile app providing the warehouse operator with a more modern, intuitive and time-efficient mobile experience to complete their work in the warehouse.

# PRODUCT LIFECYCLE MANAGEMENT PRODUCT MANAGEMENT

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And now Product Lifecycle Management update 24B. Usability is critical everywhere, but perhaps nowhere more so than in PLM.

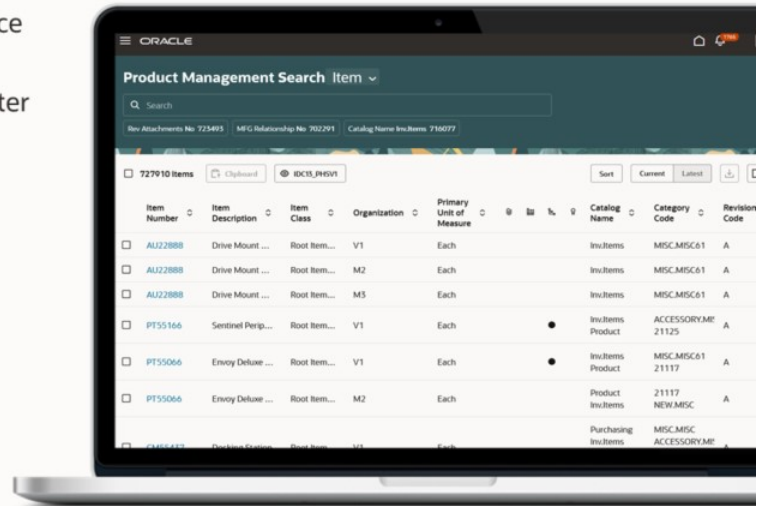
# Redwood: Product Management Search

Efficiently search for items, manufacturers or proposals using the new Redwood user experience

Quickly retrieves results and display counts by filter criteria even for large datasets

Display results tailored to search criteria in grid-based format that allows for smooth scrolling through unlimited rows of data

Define custom views to select the most relevant attribute columns to view



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24B offers the new Redwood user experience to run fast, efficient searches for items, manufacturers, and proposals. The search returns quick results even for large datasets. Users can refine search results further using filters that dynamically update the returned data without slowing the search speed.

# **PROCUREMENT** **SOURCING** **SELF SERVICE PROCUREMENT**

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There are exciting capabilities coming in 24B. There are many new functional capabilities across all the Procurement applications that will add value to your organization. Today we will focus on two new Generative AI features.



# Tom Anthony

Vice President, Procurement Product Strategy  
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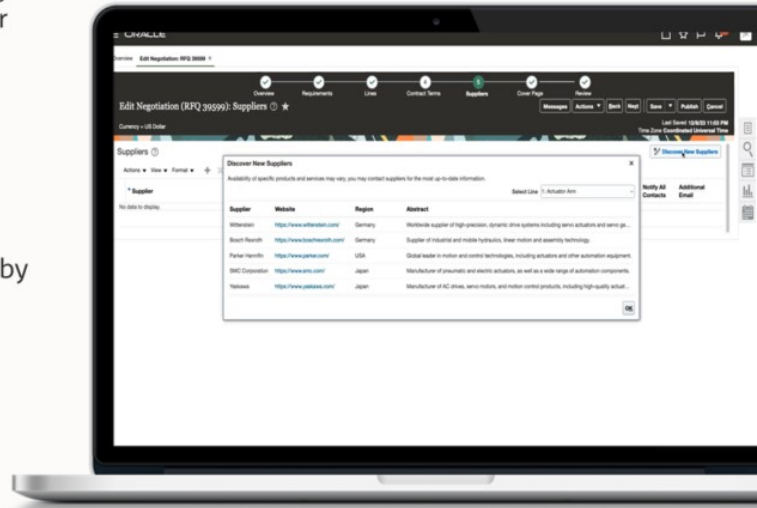


# Gen AI: Recommend suppliers for negotiation

Use generative AI to broaden the supplier pool by exploring new suppliers and adding them to your supply base

Saves time in researching new suppliers by providing a starting point of top 5 suppliers per negotiation line

Increase competition in your negotiation events by inviting AI recommended suppliers



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In Sourcing, Supplier Discovery uses Generative Artificial Intelligence (Gen AI) to help organizations look for potential suppliers that are available from the universe of suppliers that could deliver a good or service that has been requested by someone in your organization.

Supplier Discovery looks at all the attributes about the bid: the items, the categories, etc. With a click of a button, the user can ask Gen AI who are the potential suppliers to meet this criteria. The Gen AI will return a list of supplier recommendations. The user can accept a supplier or they can regenerate the list and review the details.

The use of Supplier Discovery in Gen AI helps eliminate the manual processes used today to do web searches for potential suppliers, picking up the phone, making calls and trying to do that discovery manually. Gen AI helps to increase productivity within Supplier Discovery by providing the user with the information they need within the system to make quicker, better supplier evaluations.

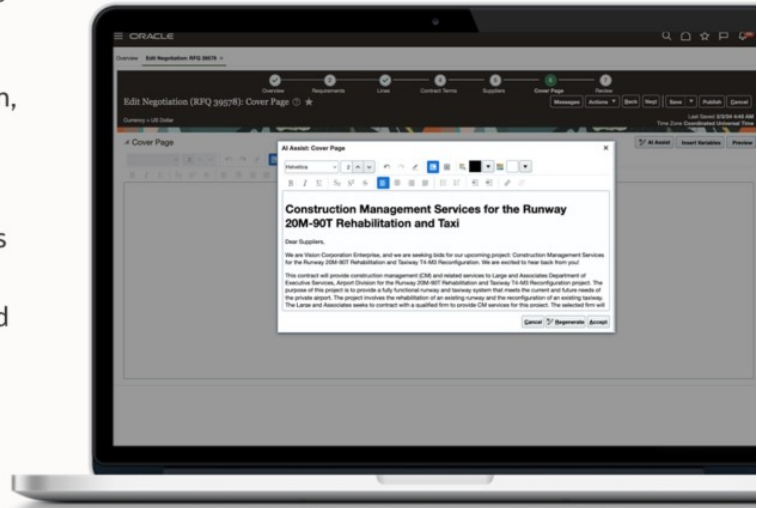
# Gen AI: Generate Negotiation Summary

Generates a comprehensive cover page summary of a Negotiation (ex. RFQ)

Tailors cover page content to specific negotiation, ensuring a personalized and professional touch

Enables rich text formatting of AI generated content to further tailor the text to specific needs

Reduces the time and effort traditionally required for manual creation



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In 24B you can leverage Generative Artificial Intelligence (AI) to author the cover page text for negotiations when buyers are putting out a bid request. The AI Assist will generate the cover page text based on the details entered in the draft negotiation. Gen AI will also suggest additional context that can be edited and regenerated to explore different contents and formats until the buyer finds the one that fits their needs. Using Gen AI assist reduces the time and effort traditionally required for manual creation of cover page summaries.

# SUPPLY CHAIN PLANNING DEMAND MANAGEMENT

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There are many new features being delivered in Supply Chain Planning update 24B. Here we will focus on another one of these features that leverages the power of AI.

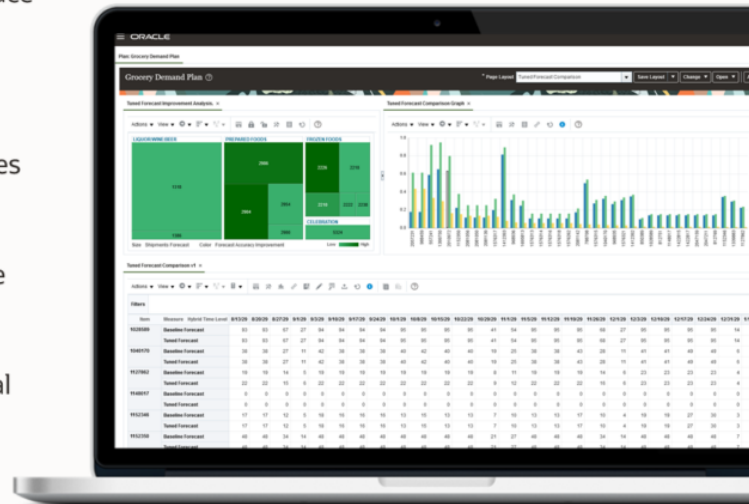
# AI/ML: Automated Forecast Tuning

Uses automated hyperparameter tuning to produce optimal settings for selected forecasting parameters

Determines the targeted parameters of the forecasting machine learning model that improves forecast accuracy

Saves suggested parameters to use the next time plan is run

Increases demand forecast accuracy with minimal user intervention



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Oracle Demand Management Cloud now has an automated hypertuning feature that processes the data being fed to the forecasting model and provides the parameter values that will increase the forecast accuracy. This enables users to decrease the time and cost associated with having qualified system integrators or data scientists to review and tune the data models, in addition to providing more granular control over the machine learning model.

# ORACLE FUSION SCM 24B ADDITIONAL INNOVATIONS

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# Additional innovations in Oracle Fusion SCM 24B

## Inventory & Recall Management

Fill/Kill for Sales Orders  
Enforce Single Shipments  
Mass Maintenance for Subinventory and Locator setup

## Costing

Distributions in Future Enterable GL period  
Enhanced Period-End Accrual Reporting  
Analyze Supply Chain Rollup Costs

## Manufacturing

Minimum Transfer Quantity  
Auto-assign components to operations

## Maintenance & Service Logistics

Work orders for assets across organizations  
Set Failure Capture Rules  
Default subinventory for work order part returns  
Redwood Field Parts Inventory Search  
Extend charges posting rules

## Order Management

Update order lines for partial shipments for drop shipped orders

## Transportation & Global Trade Mgmt.

Support for Manufacturers for Trade Incentive Program  
Continued UX improvements on next-generation Workbench  
Scanning via the mobile app

## Warehouse Management

Link picking and replenishment tasks  
Purchase order line receiving tolerances

## Product Lifecycle Management

Redwood Single-level BOM Analysis Grid  
Optimize ECO Effectivity Dates

## Procurement & Sourcing

Redwood SSP Preview approvers list  
Redwood SSP Split distributions  
Bill-Only Requisitions and Purchase Orders  
Secure Catalog Content By Internal Deliver-to Locations for Shopping

## Supply Chain Planning

Forecast based on material receipts  
Improve lead-time analysis with Order-to-Receipt insights  
Usability improvements for Buyer Planning  
Use deep links to resolve actions in SCP

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These are additional innovations in 24B.

## Resources

### Oracle Cloud Customer Connect

<https://cloudcustomerconnect.oracle.com>

### Oracle Documentation

<https://docs.oracle.com>

### Oracle Cloud Readiness Content

<https://oracle.com/readiness>



There are many more features in 24B. For more information use these links or the QR code.

# ORACLE



Thank you so much for your time today.